

FOR PRIVATELY HELD BUSINESSES

Prepare Your Business for Sale. Even If You Have No Plans to Sell.

Stronger operations. Clearer financials. More options for the future.

Sale preparation is work done long before a sale.

In business brokerage, I've seen how financial records, processes, systems and owner involvement can affect a company's value and how easily it changes hands. Many of these issues take years to fix.

That's why I help owners find opportunities, strengthen their operations and build companies that are ready for whatever comes next.

A sale-ready business
is easier to finance,
run and grow.

SIX AREAS

What does business preparation involve?

01

Financial Readiness

Clearer books, reports and records that can hold up to a lender review or a buyer's due diligence.

02

Processes & Operations

Find what slows the work down and make daily operations more consistent and repeatable.

03

Systems & Technology

Better tools behind the business, including CRM, automation and practical AI where it fits.

04

Branding & Online Presence

A stronger website, marketing foundation and professional first impression.

05

Owner Dependency

Written steps and repeatable processes so daily work doesn't rely on the owner for everything.

06

Value & Transferability

Spot issues that could affect value, financing, due diligence or a future ownership change.

A business that's better prepared for a buyer is often a
business that's better positioned for its current owner, too.

WHY IT MATTERS

Why prepare before you're ready to sell?

You never know when your business will need to stand up to outside scrutiny.

- Applying for bank financing or a credit line
- Answering an unexpected offer to buy
- Bringing in a partner or investor
- Planning for retirement or a future exit

1-3

YEARS

Some improvements take years, not months.

Messy books, undocumented processes or an owner who handles everything take time to correct. Starting early can let you fix them on your schedule, before a sale adds pressure.

ABOUT MICHAEL

Business brokerage experience. Practical operating solutions.

I'm Michael R Garsow. I've spent the past 7.5 years in business brokerage, mostly on the administrative and operating side. I've seen what buyers and lenders look at, and where businesses tend to fall short.

Today I combine that view with hands-on work in operations, systems and practical AI to help owners build stronger businesses, whether they sell someday or keep running them for years.

This consulting is separate from any brokerage engagement. There's no requirement or expectation that you list or sell your business.

HOW IT WORKS

STEP 1

Initial Consultation

A 30-minute conversation about your business, your challenges and what you'd like to improve.

STEP 2

Custom Proposal

I put together a proposal for your business with the areas to focus on and how I can help.

STEP 3

Agreement & Kickoff

If you decide to move forward, I set up a consulting agreement with the scope and timeline.

STEP 4

Hands-On Work

I work through the priorities with you: records, processes, systems and online presence.

STEP 5

Review & Completion

I review what changed with you, refine what needs it and wrap up the agreed work.

STEP 6

Continued Involvement

If it's useful, I can stay involved with check-ins or added projects. No obligation.

START THE CONVERSATION

Let's Talk About Your Business.

You don't have to be thinking about selling. You just have to want a better business.

Schedule a 30-minute consultation.

michaelgarsow.com/contact

michael@michaelgarsow.com

